

STANDARD 5 TEST KITS
Bidder's Conference Q&As

1. Can we bid only for one test kit that will test for HIV and syphilis in a combined test? We would not be submitting for anything else.

You can bid for one test kit in a combined test.

2. Are you looking for a test kit like this image here (a rapid diagnostic test cassette) or are you looking for a vendor to mail out a sample collection kit and have a laboratory test the sample that is mailed for all 5 diseases?



I am looking for a sample collection kit that can be distributed in a clinic or mobile unit setting and/or mailed and have a laboratory test the sample that is mailed for all 5 diseases.

3. Will you be releasing a recording of the bidder conference, or a list of the topics discussed and any potential changes to the RFQ?

We will not be releasing the recording, but will post all questions posed during the conference as well as the written questions received prior to, and after, the conference.

DeKalb County Board of Health

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Decatur, GA 30031

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4. What is the estimated volume of Tests that you would like us to quote for the DeKalb County Board of Health ("DCBOH")?
Estimated volume for quote is 1000 kits/yr (600 bulk ship/400 mailout); per kit quote is preferred if cost varies based on mode of distribution or amount of kits purchased.
5. Is there a specific form we should use for the quote or can we just provide it on a separate page?
No specific form needed.
6. For the bidding of the 5 tests you are seeking quotes for, can we bid on 2 (HIV/Syphilis) only?
You may bid on two only
7. Can you tell me if all pages are needed for Solicitation No. 22-2018/2021-RFQ01 or just the submission cover sheet?
The submission cover sheet is required as well as a thorough breakdown of what you're submitting, what your submission entails and the pricing for that submission. Also, provide any other specific questions that were asked in the solicitation.
8. Can you please provide the name of the incumbent/previous vendor related to the services within 22-20182021-RFQ1 STANDARD 5 TEST KITS?
OraSure is a state vendor for HIV 1/2 At home test kits.
9. Is there a specific format or template for the quote?
No specific form needed.
10. Is it a preference or does it give me a better opportunity of being to be able to propose and submit for all? Or are you accepting different vendors that maybe can do one test specially if something versus another?
It would depend on the cost per service.
11. How many vendors are you accepting for this?
Initially we came in looking for one vendor but will accept up to three vendors depending on the cost for each kit.
12. What is the current process you have in place for doing the mail orders?
We don't have a process yet. That would be something we would have to come up with. Ideally, we would have the organization be able to distribute and provide a portal where we can assist the client in entering all of the information and then the company would send out the test kit from their location.



13. Is it safe to say that you would be expecting the vendor to assist you in efforts to provide you with information in the proposal of current processes and be ready to assist you in anything that you would want to alter or do to aid that mailing process?

Yes, that's fair to assume.

14. Can you give me an idea how many clinics you were talking about to bulk ship?

5 clinics, one for the actual clinic location and then an additional 1 for mobile unit distribution.

15. Is it OK that my company still places a bid if we could only sell the test kits and we can't actually do the testing itself?

Yes, absolutely.

16. For additional services can we put that as a separate line item so it doesn't increase our total cost per unit that you are asking for.

Yes, if it does have a cost, please include that.

17. In regards to STI testing we also have other services related to that testing, or targets is that something I can add on the side?

You can if you feel that it would be beneficial to this product for HIV/STI surveillance and prevention, please add it, and if there is an additional cost, please include that as well.

18. When are you looking to start this service?

We're closing the 3rd of February. The program would like for us to be up and running with a contract(s) in place by February 15th. Please allow for us to maybe run just a little bit over, but no later than March 1st.

19. Can we write the contract for a base year plus the option year period? The prices of chemicals change every year so, if we must project that for two years, that may impact the pricing that we put together.

The initial contract period is through December 2024. You will see language in the contract that will give an additional optional 2 years based on funding to come thereafter. If there is no funding, then it will end December 2024. Also, for any of you that have the concern of increased pricing, you are certainly welcome and encouraged to submit your bids based on what you believe the market is going to do or what your experience has shown it to do.

20. What would be a good billing and shipping address to put on the actual quote itself?

Our Billing address: Accounts Payable, P.O. Box 987, Decatur, GA 30031. Our Shipping address to our Central Warehouse, 4661-C Hammermill Dr., Tucker, GA 30084.

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21. Do you have a list of specific requirements to be included in the quote?
What is included within the quoted price and any additional services your company provides that falls under the scope of the RFQ with the quoted price for that service.
22. Can we present different costs for the first and second years?
YES.
23. Do we need to become an approved vendor for the Dekalb county health department?
If you are an approved vendor via Team Georgia Marketplace, your registration is complete.
24. We are already a member of Team Georgia Marketplace but want to make sure we need to do anything else except things stated in the attached PDF information sheet.
Your registration via Team Georgia Marketplace meets the requirement.